TREND REPORT MARCH 1984 COMPARED WITH MARCH 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAR	% CHG	MAR	% CHG	MAR	% CHG	MAR	% CHG
TOTAL	11.1	10.0	12.8	16.0	69.6	3.7	50.0	-0.6	$ 58.57	5.7	$ 90.53	6.8
REGION												
Northeast	12.3	12.2	14.0	5.5	68.8	3.0	38.1	7.0	$ 75.05	10.9	$112.06	11.0
Southeast	7.8	5.3	10.3	21.6	80.5	-0.7	80.5	-2.5	66.72	6.5	105.12	9.0
North Central	18.9	19.2	16.2	31.0	65.0	12.1	39.3	9.2	46.20	6.2	78.69	5.9
South Central	7.3	6.3	10.1	4.4	62.7	2.8	39.0	-0.5	50.23	1.2	76.16	2.1
West	13.1	11.8	15.7	22.0	75.0	4.6	50.4	-3.3	54.72	6.7	79.98	7.9
AFFILIATION												
Chain	11.0	9.9	12.2	16.5	70.0	4.3	45.4	-0.9	$ 57.95	5.4	$ 88.52	6.4
Independent	11.6	10.0	14.5	14.0	68.4	2.2	65.8	0.8	60.71	6.6	97.41	8.2
LOCATION												
Center City	14.6	13.1	17.6	15.0	67.4	4.8	42.9	4.4	$ 68.64	7.4	$107.90	8.7
Suburban	7.2	7.0	7.8	6.5	64.2	4.2	37.3	1.9	46.73	3.0	73.49	3.2
Highway	6.8	6.5	6.5	15.5	72.3	3.1	59.1	-9.9	39.83	3.0	52.91	3.3
Airport	6.9	6.4	7.4	10.3	74.0	1.8	29.7	0.7	52.21	4.3	80.42	4.8
Resort	11.9	10.1	12.9	23.9	74.3	3.6	94.2	0.5	81.32	6.0	133.56	7.8
SIZE												
Under 150 Rooms	7.1	7.2	7.2	2.1	69.7	3.6	61.9	-0.8	$ 39.28	3.9	$ 51.43	3.8
150 to 300 Rooms	5.7	5.6	5.5	7.7	68.6	2.2	45.8	-1.3	49.94	3.2	74.82	3.3
300 to 600 Rooms	9.0	7.4	9.2	29.7	67.6	4.0	50.9	-2.3	64.70	3.8	104.36	5.4
Over 600 Rooms	18.7	17.1	23.1	14.7	73.0	5.8	47.8	2.4	79.69	8.8	129.76	10.3
TYPE												
Hotel	13.0	11.8	14.5	17.8	69.5	5.6	46.8	4.0	$ 70.64	5.6	$116.36	6.8
Motor Hotel	6.8	6.7	6.7	8.1	70.3	1.3	55.2	-5.6	46.42	4.9	63.84	5.0
*Economy	4.0	4.0	9.1	-4.2	67.2	2.6	60.7	-2.6	29.03	1.6	30.29	1.6

* Economy data is based on a sample of properties from the National Trend of Business in the Economy Lodging Industry

YEAR TO DATE TREND REPORT - AS OF MARCH 1984

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAR	% CHG	MAR	% CHG	MAR	% CHG	MAR	% CHG
TOTAL	9.5	9.4	9.2	12.8	63.4	1.6	45.9	-5.4	$ 56.69	6.0	$ 86.97	6.1
REGION:												
Northeast	14.1	15.3	12.2	9.5	62.6	6.3	32.3	-3.3	$ 76.02	9.9	$113.38	8.7
Southeast	5.4	4.3	5.2	18.4	71.0	-4.7	72.3	-6.7	62.59	8.3	97.41	9.5
North Central	16.2	16.9	14.0	22.0	57.5	7.7	35.3	1.4	43.75	5.7	73.17	5.0
South Central	5.6	5.4	6.3	4.6	59.0	0.9	35.6	-1.4	48.98	1.2	73.28	1.4
West	10.1	10.0	11.1	5.0	68.6	2.8	44.4	-4.9	54.37	6.3	80.66	6.5
AFFILIATION:												
Chain	9.7	9.9	8.9	12.0	64.0	1.9	42.6	-6.6	$ 55.86	6.1	$ 84.17	6.0
Independent	8.8	7.5	10.1	15.3	61.2	0.5	57.6	-2.0	59.83	5.7	97.61	6.9
LOCATION:												
Center City	12.8	12.9	13.0	11.6	59.9	4.0	38.2	-1.5	$ 68.08	7.1	$106.00	7.1
Suburban	8.5	9.5	5.7	11.7	60.8	3.1	35.1	-2.0	46.13	3.6	70.62	2.6
Highway	5.6	5.9	4.4	7.7	65.3	0.3	53.6	-11.6	38.97	4.3	52.14	4.1
Airport	6.8	6.8	7.3	4.2	69.9	1.3	27.3	-7.5	51.28	4.8	79.32	4.8
Resort	8.3	7.0	8.2	20.9	67.2	-2.3	85.1	-3.4	76.93	7.9	126.05	9.3
SIZE:												
Under 150 Rooms	6.7	7.0	5.9	4.8	63.4	2.4	55.6	-3.0	$ 37.92	3.7	$ 50.14	3.4
150 to 300 Rooms	7.1	8.0	5.3	7.2	63.2	0.8	42.0	-5.6	48.65	5.1	73.22	4.3
300 to 600 Rooms	7.1	6.4	7.2	13.7	61.9	1.3	47.0	-5.1	64.25	4.5	103.21	5.1
Over 600 Rooms	15.2	14.6	15.8	16.9	65.5	2.8	45.0	-7.4	79.02	8.8	126.08	9.3
TYPE:												
Hotel	10.9	10.6	10.9	15.0	63.7	3.1	43.5	-1.8	$ 69.11	5.7	$112.67	6.1
Motor Hotel	6.6	7.6	4.0	4.8	63.7	-0.8	49.4	-10.2	44.74	6.1	61.96	5.1
Economy	3.6	3.9	3.0	-4.1	59.5	3.7	52.7	-3.8	28.43	1.5	30.09	1.3

FOOD AND BEVERAGE REPORT - MARCH 1984 COMPARED WITH MARCH 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	% CHG
TOTAL	$34.95	$30.99	$ 9.16	$ 8.31	0.33	0.34	0.21	0.21	42.4	43.1	$ 5.63	$ 5.34	3.5
REGION:													
Northeast	$35.76	$31.37	$10.75	$ 9.98	0.30	0.33	0.20	0.19	49.7	52.5	$ 8.06	$ 8.20	8.5
Southeast	36.66	33.24	9.10	8.64	0.32	0.32	0.21	0.22	34.7	34.7	5.06	4.76	6.7
North Central	36.24	31.20	7.34	7.11	0.35	0.34	0.22	0.22	40.9	42.6	3.93	3.94	8.1
South Central	27.93	27.19	9.34	8.01	0.35	0.35	0.22	0.22	45.8	45.5	5.79	5.37	-2.9
West	37.87	32.74	9.17	7.75	0.34	0.35	0.22	0.22	45.1	42.1	4.82	3.71	-2.6
AFFILIATION:													
Chain	$32.66	$29.12	$ 9.17	$ 8.31	0.32	0.33	0.21	0.21	42.3	43.0	$ 5.72	$ 5.47	4.1
Independent	43.46	37.95	9.11	8.32	0.35	0.35	0.23	0.22	42.7	43.7	5.36	4.97	2.0
LOCATION:													
Center City	$37.98	$32.29	$10.19	$ 8.86	0.31	0.33	0.20	0.20	46.9	48.4	$ 6.75	$ 6.40	3.7
Suburban	32.64	30.28	8.29	8.12	0.36	0.36	0.22	0.22	42.1	42.2	5.15	5.09	4.4
Highway	21.85	20.52	7.00	6.36	0.35	0.35	0.23	0.23	35.9	38.1	3.51	3.33	-2.5
Airport	28.33	26.36	8.50	7.63	0.35	0.35	0.22	0.23	40.5	39.8	5.00	4.52	-0.5
Resort	48.64	43.07	9.31	9.07	0.33	0.33	0.22	0.22	35.3	35.6	4.70	4.63	10.0
SIZE:													
Under 150 Rooms	$31.79	$29.67	$ 7.23	$ 6.92	0.40	0.40	0.26	0.25	37.4	37.1	$ 3.82	$ 3.56	0.6
150 to 300 Rooms	26.93	25.53	7.59	6.78	0.36	0.36	0.23	0.23	40.2	39.7	4.22	3.73	-5.4
300 to 600 Rooms	36.78	33.69	9.32	8.81	0.33	0.34	0.21	0.21	46.7	46.9	6.34	6.11	4.1
Over 600 Rooms	42.96	34.89	11.43	10.40	0.30	0.31	0.19	0.19	41.2	43.3	6.97	7.33	16.6
TYPE:													
Hotel	$41.00	$35.82	$ 9.68	$ 8.80	0.32	0.33	0.21	0.21	43.3	44.3	$ 6.05	$ 5.01	4.4
Motor Hotel	23.16	21.70	7.51	6.82	0.36	0.37	0.23	0.23	38.6	38.1	4.36	3.99	0.7

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF MARCH 1984

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	% CHG
TOTAL	$32.88	$30.11	$ 9.24	$ 8.60	0.35	0.34	0.22	0.22	45.2	44.7	$ 5.93	$ 5.54	2.1
REGION:													
Northeast	$35.96	$32.05	$11.24	$10.38	0.32	0.33	0.20	0.20	53.8	55.1	$ 8.81	$ 8.52	5.0
Southeast	33.32	31.67	9.34	8.95	0.35	0.34	0.22	0.22	38.3	36.9	5.47	4.97	0.4
North Central	34.06	29.87	7.40	7.21	0.36	0.35	0.22	0.22	43.6	44.7	4.38	4.35	9.3
South Central	27.91	26.26	8.99	8.02	0.37	0.36	0.22	0.22	45.5	44.2	5.55	5.08	-2.9
West	34.79	31.31	7.45	8.53	0.34	0.34	0.22	0.22	49.1	46.6	5.67	4.89	-
AFFILIATION:													
Chain	$30.09	$27.64	$ 9.20	$ 8.53	0.34	0.33	0.21	0.21	45.3	44.6	$ 6.03	$ 5.61	2.1
Independent	44.55	40.48	9.35	8.81	0.36	0.36	0.23	0.23	44.6	44.8	5.60	5.29	2.3
LOCATION:													
Center City	$37.05	$32.78	$10.43	$ 9.39	0.33	0.33	0.20	0.21	50.5	50.5	$ 7.31	$ 6.75	2.1
Suburban	28.19	26.66	8.01	7.94	0.36	0.35	0.22	0.22	43.9	43.0	5.10	5.02	5.5
Highway	20.88	19.99	6.70	6.16	0.36	0.36	0.24	0.25	39.5	40.3	3.59	3.40	-2.6
Airport	27.51	25.63	8.37	7.74	0.35	0.35	0.22	0.22	42.6	41.7	5.13	4.74	1.1
Resort	45.72	42.27	9.99	9.67	0.35	0.34	0.22	0.22	37.5	36.6	5.23	4.89	2.7
SIZE:													
Under 150 Rooms	$28.68	$27.10	$ 6.75	$ 6.55	0.40	0.39	0.26	0.25	40.8	40.1	$ 3.81	$ 3.65	1.3
150 to 300 Rooms	25.80	24.50	7.57	7.09	0.36	0.36	0.23	0.23	43.1	42.8	4.53	4.24	-0.6
300 to 600 Rooms	35.93	33.52	9.53	8.98	0.35	0.34	0.22	0.22	47.7	46.5	6.48	5.96	0.8
Over 600 Rooms	41.59	35.91	11.84	10.93	0.31	0.31	0.19	0.19	45.3	45.4	7.69	7.38	7.5
TYPE:													
Hotel	$39.44	$35.58	$ 9.94	$ 9.23	0.34	0.33	0.21	0.21	46.1	45.7	$ 6.48	$ 6.04	2.9
Motor Hotel	21.75	20.92	7.19	6.81	0.37	0.37	0.23	0.23	41.5	40.8	4.38	4.14	-0.1

- NO CHANGE

TWELVE MONTH TREND REPORT - AS OF MARCH 1984

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAR	% CHG	MAR	% CHG	MAR	% CHG	MAR	% CHG
TOTAL	6.6	7.2	5.2	6.7	65.1	1.9	51.7	-	$ 53.22	4.5	$ 81.28	3.9
REGION:												
Northeast	10.3	10.8	9.5	7.8	70.0	4.9	38.8	-0.5	$ 74.28	7.4	$111.97	6.9
Southeast	8.5	9.9	4.6	12.7	67.7	2.7	83.9	-	53.28	5.3	83.00	3.9
North Central	10.6	11.9	8.1	12.8	62.7	6.6	39.5	-1.0	42.39	4.2	68.80	3.0
South Central	-3.2	-3.2	-2.7	-5.2	59.5	-4.5	40.2	-0.5	47.41	-0.3	70.67	-0.3
West	8.3	8.9	7.5	4.2	68.8	1.8	51.9	-0.4	52.38	6.3	76.90	5.7
AFFILIATION:												
Chain	6.7	7.3	5.1	6.4	65.9	1.7	48.6	-	$ 52.59	4.6	$ 78.83	3.9
Independent	6.5	6.8	5.7	7.6	62.2	2.5	63.0	-0.3	55.74	4.0	91.14	3.7
LOCATION:												
Center City	7.5	7.8	6.8	6.4	63.1	2.3	42.6	-0.5	$ 66.12	5.1	$102.42	4.8
Suburban	3.8	4.7	2.1	3.3	64.4	1.7	42.0	2.2	45.79	1.9	69.93	1.1
Highway	8.3	8.8	6.3	8.5	66.5	1.7	64.0	1.4	36.97	5.3	49.27	4.7
Airport	4.6	5.1	4.4	0.6	68.6	1.6	30.2	-3.8	49.06	2.8	76.82	2.3
Resort	7.3	8.3	4.6	12.2	65.7	0.9	96.0	-0.4	64.69	6.6	106.52	5.6
SIZE:												
Under 150 Rooms	4.5	5.1	2.7	3.9	65.1	0.6	59.6	0.7	$ 36.15	4.0	$ 47.75	3.5
150 to 300 Rooms	5.0	6.2	2.9	3.0	64.4	1.9	45.8	-2.1	46.28	3.6	70.44	2.4
300 to 600 Rooms	4.6	5.0	3.5	6.4	62.8	0.6	53.8	0.4	60.47	3.3	96.25	2.9
Over 600 Rooms	10.9	11.3	10.0	10.2	68.9	4.2	52.9	1.7	74.30	5.6	117.40	5.2
TYPE:												
Hotel	6.9	7.3	5.9	7.2	64.8	1.9	47.0	0.2	$ 65.19	4.5	$106.29	4.1
Motor Hotel	6.4	7.5	3.1	6.1	66.0	1.5	58.6	-0.3	43.11	4.4	60.03	3.3
Economy	3.5	3.9	-1.5	-7.8	63.5	2.8	55.7	0.9	27.97	3.3	29.13	2.9

- NO CHANGE

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF MARCH 1984

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	% CHG
TOTAL	$31.59	$30.02	$ 8.88	$ 8.41	0.34	0.34	0.22	0.22	44.2	44.0	$ 5.61	$ 5.34	0.8
REGION:													
Northeast	$37.35	$34.12	$11.05	$10.20	0.31	0.32	0.20	0.20	48.2	48.8	$ 7.84	$ 7.47	2.2
Southeast	29.65	28.36	8.90	8.54	0.34	0.34	0.22	0.22	39.7	39.3	5.32	5.06	0.5
North Central	33.01	30.53	7.36	7.21	0.35	0.35	0.22	0.23	42.3	42.7	4.21	4.17	6.3
South Central	26.11	26.84	8.34	7.96	0.35	0.35	0.23	0.22	44.4	43.1	5.25	4.95	-5.3
West	34.21	31.81	9.06	8.37	0.34	0.34	0.21	0.22	48.4	47.3	5.58	5.07	0.5
AFFILIATION:													
Chain	$29.09	$27.68	$ 8.78	$ 8.30	0.33	0.33	0.21	0.21	44.0	43.8	$ 5.64	$ 5.37	0.5
Independent	42.47	40.19	9.16	8.74	0.35	0.36	0.23	0.23	45.0	44.7	5.51	5.26	1.5
LOCATION:													
Center City	$35.73	$33.46	$10.11	$ 9.42	0.32	0.32	0.20	0.21	47.8	47.4	$ 6.82	$ 6.37	0.3
Suburban	27.45	26.88	7.71	7.60	0.35	0.35	0.22	0.22	41.7	41.1	4.65	4.59	1.5
Highway	20.80	19.57	6.50	6.15	0.37	0.37	0.23	0.24	39.8	40.6	3.48	3.42	2.8
Airport	28.30	27.10	7.99	7.54	0.35	0.35	0.23	0.23	42.4	42.7	4.39	4.74	0.9
Resort	41.89	40.05	9.56	9.10	0.35	0.35	0.22	0.22	39.6	39.3	5.31	5.04	-0.3
SIZE:													
Under 150 Rooms	$28.67	$27.90	$ 6.83	$ 6.55	0.39	0.39	0.25	0.25	39.4	39.2	$ 3.62	$ 3.52	-0.5
150 to 300 Rooms	25.90	25.18	7.44	7.07	0.36	0.36	0.23	0.23	42.7	42.8	4.44	4.27	-0.9
300 to 600 Rooms	33.25	32.11	9.08	8.68	0.34	0.34	0.22	0.22	46.8	46.4	5.97	5.67	-0.3
Over 600 Rooms	39.48	35.90	11.30	10.70	0.31	0.31	0.19	0.19	44.4	44.0	7.34	7.01	4.9
TYPE:													
Hotel	$38.09	$35.95	$ 9.58	$ 9.05	0.33	0.33	0.21	0.22	45.2	44.9	$ 6.19	$ 5.85	0.7
Motor Hotel	21.03	20.40	6.94	6.65	0.37	0.37	0.23	0.23	40.8	40.7	4.06	3.95	0.9

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Laventhol & Horwath
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NATIONAL TREND OF BUSINESS
Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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APRIL 1984 COMPARED WITH APRIL 1983

OCCUPANCY FALLS SLIGHTLY AS RECOVERY SLOWS DOWN

The lodging industry's performance in April was disappointing as business travel declined enough to offset a modest increase in pleasure travel to the Western U.S. Overall, occupancies were slightly lower than April 1983, down 0.7 percent to a seasonally unadjusted 67.9 percent. While occupancies in most segments were down, (center city and highway properties experienced declines somewhat greater than average), a few segments showed increases. Significantly, demand was up at resort properties located in the Western region, but was down at those located in the Southeast.

Lodging management in the Southeast was more aggressive in pricing than their counterparts in other regions of the country. For the total sample this month, room rates rose by 6.8 percent, a higher rate than the past twelve-month average. This increase was particularly evident for properties in the Southeast where rates jumped over 11 percent.

Total revenues continued to show healthy increases, up 5.5 percent for the month. For the first four months of 1984, total revenues have risen 8.6 percent over the same period last year. In spite of the modest downturn in occupancies this month, the short-term outlook is still very positive. Business demand will remain strong but probably not increase very rapidly as the economy's growth rate declines. Pleasure travel, however, looks extremely promising over the remainder of the year.

		Projections	Actual Last Year
June	1984	71-73%	70.1%
July	1984	68-70%	67.1%
August	1984	71-73%	71.0%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	65.0%	– %
AFFILIATION:		
Chain	65.2	– 0.4
Independent	64.0	1.7
AREA:		
Northeast	69.5	2.1
Southeast	70.7	2.3
North Central	58.8	– 7.0
South Central	58.2	0.9
West	70.2	– 5.5
LOCATION:		
Center City	63.0	– 2.0
Suburban	62.9	1.5
Highway	65.0	– 5.5
Airport	68.4	– 0.9
Resort	69.8	11.9
SIZE:		
Under 150 rooms	64.6	– 5.4
150 to 299 rooms	64.5	1.9
300 to 600 rooms	63.0	1.4
Over 600 rooms	67.2	– 2.5
TYPE:		
Hotel	64.5	– 0.9
Motor Hotel	64.6	– 0.9
Economy	63.1	– 6.4

*FROM PREVIOUS MONTH
– NO CHANGE

Randell A. Smith, Associate Director
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Research and Development

TREND REPORT APRIL 1984 COMPARED WITH APRIL 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	APR	% CHG	APR	% CHG	APR	% CHG	APR	% CHG
TOTAL	5.5	7.0	2.2	5.4	67.9	-0.7	57.9	1.2	$ 56.60	6.8	$ 84.40	5.3
REGION:												
Northeast	6.0	7.4	3.3	2.7	70.7	-1.1	44.1	10.8	$ 77.12	8.8	$116.22	7.3
Southeast	7.8	9.4	3.1	10.8	77.2	-2.8	100.7	0.7	58.84	11.5	86.49	9.8
North Central	3.9	5.8	-	5.9	61.6	-0.8	38.5	-5.2	43.00	6.1	67.05	4.1
South Central	1.4	2.6	-1.2	1.5	61.1	-0.2	41.3	2.5	49.62	0.6	75.33	-0.6
West	9.1	10.0	7.0	6.4	71.3	2.1	51.3	1.4	53.99	7.0	75.94	6.1
AFFILIATION:												
Chain	5.4	6.7	2.4	4.7	68.1	-1.0	53.5	1.3	$ 55.65	7.0	$ 81.45	5.7
Independent	5.9	8.1	1.6	7.5	67.2	0.7	73.8	0.4	60.86	6.0	97.62	3.8
LOCATION:												
Center City	5.4	6.4	3.5	3.6	66.2	-1.3	45.9	6.0	$ 70.96	6.9	$107.75	5.8
Suburban	2.0	4.8	-3.5	2.2	64.8	0.8	45.2	3.7	47.16	3.0	72.30	0.3
Highway	2.9	3.9	0.5	-4.8	67.9	-2.3	71.3	-4.3	41.16	5.4	54.31	4.4
Airport	4.3	5.6	0.8	11.7	71.1	-0.4	37.1	-1.3	50.59	5.5	75.89	4.2
Resort	13.2	15.8	7.7	15.1	74.1	1.2	108.5	1.1	71.96	12.7	112.69	10.2
SIZE:												
Under 150 Rooms	5.5	6.5	2.8	-1.9	66.2	1.2	71.0	2.0	$ 39.27	5.6	$ 51.21	4.6
150 to 300 Rooms	4.8	7.1	-0.2	3.2	68.0	-0.1	51.3	-3.0	47.62	6.5	70.59	4.2
300 to 600 Rooms	3.9	5.2	1.2	5.4	66.9	-0.1	62.5	3.5	63.48	4.8	99.46	3.5
Over 600 Rooms	7.6	8.6	5.3	8.8	70.6	-4.3	54.6	4.0	82.24	9.9	125.88	8.9
TYPE:												
Hotel	6.2	7.5	3.4	7.3	68.3	-0.3	51.0	4.7	$ 69.87	6.8	$111.30	5.4
Motor Hotel	4.7	6.9	-0.9	1.1	68.2	-1.0	63.9	-1.4	46.53	6.8	63.88	4.7
*Economy	1.6	1.8	3.4	-12.2	64.3	-2.4	83.7	0.6	30.48	3.7	31.96	3.5

* Economy data is based on a sample of properties from the National Trend of Business in the Economy Lodging Industry.

\- NO CHANGE

YEAR TO DATE TREND REPORT - AS OF APRIL 1984

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	APR	% CHG	APR	% CHG	APR	% CHG	APR	% CHG
TOTAL	8.6	8.9	7.5	11.3	64.6	1.1	48.7	-3.8	$ 56.83	6.3	$ 86.76	6.0
REGION:												
Northeast	11.7	13.0	9.5	7.6	64.7	4.0	35.4	0.9	$ 76.12	9.5	$113.97	8.2
Southeast	6.3	5.8	5.2	16.8	72.6	-4.0	78.6	-4.7	62.20	9.0	95.89	9.6
North Central	13.1	14.2	10.6	18.2	58.4	5.4	36.2	-0.3	43.76	5.9	72.17	4.9
South Central	4.5	4.7	4.2	3.8	59.5	0.5	36.9	-0.5	49.19	1.1	73.89	0.9
West	10.0	10.1	10.2	7.5	69.3	2.7	45.6	-3.4	54.33	6.6	79.90	6.5
AFFILIATION:												
Chain	8.7	9.1	7.3	10.4	65.0	1.1	45.1	-4.7	$ 55.83	6.4	$ 83.63	5.9
Independent	8.4	8.0	8.3	13.9	62.7	0.6	61.3	-1.4	60.75	5.9	99.03	6.3
LOCATION:												
Center City	10.9	11.2	10.5	9.6	61.3	2.7	40.0	0.5	$ 68.74	7.0	$106.43	6.7
Suburban	6.6	8.2	3.1	8.7	61.8	2.3	37.5	-0.8	46.41	3.5	71.14	2.0
Highway	4.9	5.3	3.7	3.9	66.1	-0.5	58.3	-9.6	39.72	4.6	52.98	4.2
Airport	6.5	6.8	5.8	7.8	70.2	1.0	29.6	-5.7	51.19	5.0	78.99	4.8
Resort	9.8	9.3	8.5	19.6	69.0	-1.0	89.7	-2.2	76.70	9.0	125.06	9.4
SIZE:												
Under 150 Rooms	6.3	6.8	5.0	2.8	64.2	1.9	59.3	-1.5	$ 38.40	4.2	$ 50.67	3.7
150 to 300 Rooms	6.7	7.9	4.1	6.8	64.3	0.5	44.1	-5.2	48.50	5.5	72.87	4.4
300 to 600 Rooms	6.3	6.2	5.7	11.7	63.1	1.0	50.5	-2.7	64.07	4.6	102.45	4.8
Over 600 Rooms	13.5	13.3	13.3	15.4	66.9	1.4	47.4	-4.6	80.37	9.0	127.37	9.2
TYPE:												
Hotel	9.9	10.0	9.1	13.6	64.8	2.4	45.2	-0.2	$ 69.57	6.0	$113.10	5.9
Motor Hotel	6.1	7.4	2.8	3.6	64.9	-0.9	52.9	-7.7	45.25	6.3	62.62	5.0
Economy	2.9	3.1	3.0	-6.4	61.0	1.7	64.2	-2.0	29.10	2.2	30.67	2.0

FOOD AND BEVERAGE REPORT - APRIL 1984 COMPARED WITH APRIL 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	% CHG
TOTAL	$32.03	$31.34	$ 9.28	$ 8.81	0.33	0.34	0.21	0.21	44.2	41.3	$ 5.58	$ 5.19	-0.4
REGION:													
Northeast	$38.59	$37.35	$10.81	$10.32	0.29	0.30	0.20	0.20	46.4	42.9	$ 7.36	$ 6.66	-1.1
Southeast	29.93	29.04	9.79	9.01	0.34	0.34	0.22	0.22	39.8	38.2	5.69	5.17	-1.1
North Central	32.57	32.57	7.66	7.56	0.35	0.35	0.22	0.21	44.7	41.1	4.31	4.08	1.1
South Central	28.71	29.05	8.92	8.43	0.35	0.35	0.23	0.22	43.2	41.1	5.13	5.01	-2.4
West	30.82	28.80	9.31	8.88	0.34	0.34	0.22	0.21	50.0	45.2	5.22	4.79	2.9
AFFILIATION:													
Chain	$29.28	$28.59	$ 9.14	$ 8.58	0.32	0.33	0.21	0.21	44.6	41.7	$ 5.63	$ 5.20	-0.1
Independent	45.52	44.82	9.65	9.45	0.36	0.35	0.23	0.23	42.4	39.7	5.43	5.15	-1.2
LOCATION:													
Center City	$37.28	$36.02	$10.63	$10.01	0.30	0.31	0.20	0.20	48.0	44.1	$ 6.93	$ 6.35	-1.8
Suburban	28.26	29.28	7.84	8.03	0.36	0.35	0.23	0.22	42.1	39.1	4.54	4.46	0.9
Highway	22.27	22.16	6.43	5.90	0.35	0.36	0.23	0.23	39.3	37.7	3.37	3.07	-0.4
Airport	26.34	26.14	8.73	8.11	0.34	0.35	0.22	0.21	44.9	41.6	5.45	4.93	-2.3
Resort	42.67	39.62	10.69	9.88	0.34	0.34	0.22	0.22	37.5	37.1	5.55	5.20	2.5
SIZE:													
Under 150 Rooms	$31.45	$30.60	$ 6.89	$ 6.83	0.39	0.38	0.25	0.25	39.9	37.7	$ 3.85	$ 3.71	-
150 to 300 Rooms	24.03	24.09	7.23	7.01	0.36	0.36	0.23	0.22	42.6	39.7	4.23	3.91	-2.0
300 to 600 Rooms	34.58	34.17	9.43	8.91	0.34	0.34	0.21	0.22	46.0	42.8	5.80	5.30	-0.7
Over 600 Rooms	41.91	39.81	12.70	11.93	0.28	0.30	0.19	0.19	44.7	42.0	7.92	7.53	1.9
TYPE:													
Hotel	$38.86	$37.60	$10.22	$ 9.67	0.32	0.33	0.21	0.21	45.5	42.5	$ 6.31	$ 5.92	0.5
Motor Hotel	22.07	22.27	7.15	6.92	0.36	0.36	0.22	0.22	40.4	37.8	4.07	3.71	-2.4

- NO CHANGE

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF APRIL 1984

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	% CHG
TOTAL	$32.84	$30.54	$ 9.24	$ 8.63	0.34	0.34	0.22	0.22	44.9	43.8	$ 5.83	$ 5.44	1.5
REGION:													
Northeast	$36.73	$33.55	$11.09	$10.33	0.31	0.32	0.20	0.20	51.4	51.0	$ 8.41	$ 7.99	3.4
Southeast	32.96	31.34	9.48	8.99	0.34	0.34	0.22	0.22	38.5	37.1	5.52	5.02	0.4
North Central	33.94	30.70	7.45	7.27	0.35	0.35	0.22	0.22	44.0	44.0	4.38	4.27	6.7
South Central	28.18	27.04	8.96	8.12	0.36	0.36	0.22	0.22	44.9	43.4	5.43	5.06	-2.8
West	33.82	30.69	9.40	8.59	0.34	0.34	0.22	0.22	49.4	46.5	5.61	4.92	0.8
AFFILIATION:													
Chain	$30.00	$27.97	$ 9.15	$ 8.50	0.33	0.33	0.21	0.21	45.2	43.9	$ 5.92	$ 5.49	1.4
Independent	45.01	41.56	9.46	9.00	0.36	0.36	0.23	0.23	43.9	43.4	5.57	5.26	1.7
LOCATION:													
Center City	$37.16	$33.62	$10.47	$ 9.52	0.33	0.33	0.20	0.20	49.9	48.9	$ 7.22	$ 6.65	1.0
Suburban	28.27	27.41	7.88	7.86	0.36	0.35	0.22	0.22	43.6	42.1	4.90	4.79	3.9
Highway	21.46	20.70	6.62	6.08	0.36	0.36	0.24	0.24	39.4	39.5	3.53	3.30	-2.1
Airport	27.29	25.80	8.44	7.81	0.35	0.35	0.22	0.21	43.4	42.0	5.24	4.84	0.5
Resort	45.65	42.08	10.18	9.74	0.35	0.34	0.22	0.22	37.5	36.7	5.32	4.98	3.1
SIZE:													
Under 150 Rooms	$29.64	$28.23	$ 6.77	$ 6.60	0.40	0.39	0.25	0.25	40.8	39.6	$ 3.83	$ 3.67	0.8
150 to 300 Rooms	25.41	24.42	7.46	7.04	0.36	0.36	0.23	0.23	43.2	42.2	4.47	4.17	-0.9
300 to 600 Rooms	35.75	33.82	9.51	8.96	0.35	0.34	0.22	0.22	47.2	45.6	6.31	5.78	0.3
Over 600 Rooms	42.07	37.12	12.01	11.15	0.31	0.31	0.19	0.19	45.0	44.4	7.68	7.36	6.4
TYPE:													
Hotel	$39.53	$36.23	$10.01	$ 9.34	0.33	0.33	0.21	0.21	45.9	44.9	$ 6.44	$ 6.01	2.4
Motor Hotel	21.96	21.36	7.14	6.79	0.37	0.37	0.23	0.23	41.3	40.1	4.28	4.00	-0.9

TWELVE MONTH TREND REPORT - AS OF APRIL 1984

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	APR	% CHG	APR	% CHG	APR	% CHG	APR	% CHG
TOTAL	6.9	7.7	5.3	7.2	65.2	1.9	51.8	-0.2	$ 53.72	4.8	$ 81.85	4.1
REGION:												
Northeast	9.9	10.6	8.6	7.6	70.1	4.5	39.0	0.3	$ 74.99	7.7	$112.61	7.0
Southeast	8.8	10.1	5.0	12.9	67.7	2.3	84.1	-0.2	53.82	6.2	83.85	4.9
North Central	10.6	11.9	8.0	12.3	62.7	6.5	39.5	-1.3	42.76	4.3	69.17	3.1
South Central	-2.1	-1.9	-2.2	-3.7	59.5	-3.6	40.1	-0.7	47.41	-0.1	70.65	-0.3
West	8.7	9.3	7.6	5.2	69.1	2.1	51.6	0.4	53.02	6.3	77.61	5.7
AFFILIATION:												
Chain	6.9	7.7	5.0	6.6	65.9	1.7	48.6	-0.2	$ 53.09	4.9	$ 79.37	4.1
Independent	7.0	7.4	6.0	8.8	62.4	2.5	63.6	-	56.29	4.4	92.04	4.0
LOCATION:												
Center City	7.6	8.0	6.8	6.5	63.2	2.3	42.6	-	$ 66.71	5.4	$102.99	5.0
Suburban	4.1	5.3	1.5	3.7	64.4	2.1	42.0	2.2	45.84	2.1	69.76	0.9
Highway	7.9	8.5	5.9	7.9	66.6	1.5	64.0	0.3	37.65	5.2	50.04	4.6
Airport	5.0	5.6	4.3	2.0	68.7	1.8	30.7	-3.5	49.21	3.1	76.81	2.5
Resort	8.7	9.9	5.5	13.2	65.8	1.4	96.0	-0.4	65.54	7.5	108.09	6.3
SIZE:												
Under 150 Rooms	5.0	5.7	2.6	3.7	65.2	1.1	60.5	1.0	$ 36.67	4.2	$ 48.44	3.5
150 to 300 Rooms	5.5	6.9	2.8	3.9	64.6	2.1	45.7	-2.6	46.51	4.0	70.52	2.7
300 to 600 Rooms	5.0	5.5	3.8	6.2	62.9	0.8	54.2	1.1	60.73	3.6	96.39	3.1
Over 600 Rooms	10.9	11.3	9.9	10.9	68.7	3.5	52.6	1.2	75.39	6.2	118.90	5.8
TYPE:												
Hotel	7.3	7.8	6.1	7.9	64.9	2.0	47.3	0.6	$ 65.68	4.9	$106.83	4.3
Motor Hotel	6.5	7.8	2.7	5.7	66.0	1.5	58.2	-0.9	43.43	4.8	60.30	3.4
Economy	3.7	4.1	-1.4	-9.3	63.6	2.9	58.6	1.0	28.68	3.1	29.90	2.7

- NO CHANGE